R J Reynolds
Tobacco Company

December 16, 1994

To Our Forsyth Customers

Subject: ***Share of Category Program***

As your Forsyth National Account Manager has presented, our Share of Category Program allows you to earn dollars on your Forsyth purchases if you have achieved the RJR share of the low price category objective.

Attached is the form to calculate your share of category as of December 31, 1994. The second half Forsyth Share of Category program is calculated based on R. J. Reynolds percentage of the total brands purchased with a list price of $8.49 or below, from July 1, 1994 through December 31, 1994. Some of the brands included in the category are listed on the attached sheet. Any brands that are not specifically listed should be included in the "Other" category shown for each manufacturer and a list of purchases by brand included in "Other" should be attached.

Payments will be processed to qualified customers as soon as the attached information is received. Please complete the attached form and return it to Kathryn Noxon at the following address by February 15, 1995.

Forsyth Tobacco Products
401 N. Main Street
Reynolds 6
Winston-Salem, NC 27102
or
Fax # (910) 741-2685

Please contact your Forsyth National Account Manager if you have any questions.

51843 7876

FORSYTH TOBACCO PRODUCTS
A Division of R. J. Reynolds Tobacco Co.

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